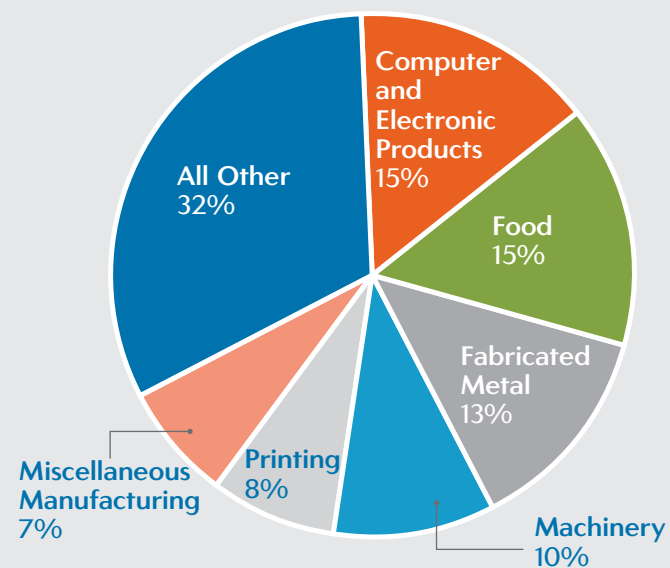


MANUFACTURING TOP INDUSTRIES

Minnesota's innovation and skilled labor force are reflected in the state's top manufacturing industry – computer and electronic products – which employs more than 45,000 people. Food production is the state's second-largest manufacturing sector with 44,700 jobs.

Minnesota's manufacturing industries are supported by a strong academic system. According to the 2012 Academic Rankings of World Universities, the University of Minnesota ranks 21st in the United States and 29th worldwide. The University of Minnesota ranks ninth in research expenditures among top American universities at \$741 million.

Minnesota Manufacturing
Employment, 2012



TOP MANUFACTURING COMPANIES HEADQUARTERED IN MINNESOTA

One of the strengths of the Minnesota economy is the state's diverse mix of companies, especially in manufacturing. Minnesota has 18 Fortune 500 companies specializing in such areas as medical devices, financial services, retail and food production. The list includes major manufacturers like 3M, General Mills, Medtronic, Land O' Lakes, Ecolab and Mosaic. Agricultural commodities giant Cargill Inc., the largest privately held company in the country, is headquartered in Wayzata.

While the Twin Cities is home to many of these companies, many others are thriving in small cities in every corner of the state. They include AGCO, a tractor manufacturer in Jackson; New Flyer, which builds buses in St. Cloud; Hormel Foods in Austin; and Emerson Process Management, a measurement technologies manufacturer in Shakopee.

Three of the top window manufacturers in the industry are headquartered in the state: Marvin Windows and Doors in Warroad, Andersen Windows in Bayport and Sage Electrochromics in Faribault. Artic Cat in Thief River Falls and Polaris of Medina are among the country's leading manufacturers of snowmobiles and other recreational vehicles.

Other notable manufacturing companies with large numbers of workers in Minnesota include Honeywell (8,000), IBM (5,100) and Boston Scientific (1,500).

Minnesota

Manufacturing Vision

MINNESOTA: Leadership from the State of Innovation



CONTACT: John Shoffner, • Business Development Director • 651-259-7445
1st National Bank Building • 332 Minnesota Street, Suite E200 • Saint Paul, MN 55101-1351 USA
Phone: 651.259.7494 • 800.657.3858 • TTY/TDD: 651.296.3900 • Website: mn.gov/deed

MINNESOTA'S MANUFACTURING ECONOMY

Minnesota has a thriving manufacturing sector, thanks to an educated workforce, tradition of innovation, favorable business climate and healthy mix of companies. The state is the birthplace of such renowned brands as Scotch Tape, Post-it notes, Cheerios and Yoplait. The pacemaker, snowmobile, rollerblades and pop-up toaster were all invented here. What's Minnesota's secret for succeeding in manufacturing? Here are a couple of factors:

- **Innovation:** Minnesota is one of the most innovative states, ranking ninth nationally with more than 16,500 patents from 2008 to 2012 and second nationally with 3,520 medical patents. Manufacturers filed the most patents during that period, led by IBM, 3M and Medtronic. The Organization for Economic Co-Operation and Development ranked Minneapolis as the ninth-most inventive city in the world in 2013.
- **Labor Force:** Minnesota has one of the most educated workforces in the country, with 92 percent of the adult population possessing a high school degree and one-third having a bachelor's degree or higher. The labor force participation rate of 70.1 percent is the third-highest in the country, reflecting a strong work ethic.
- **Supply Chain:** Minnesota has an extensive supply chain of companies that make products and supplies for everything from textiles to fabricated metals, machinery, and computers and electronics. The Made in Minnesota Directory contains information on hundreds of manufacturing suppliers, arranged so that users can search by product, company name or county.

Minnesota manufacturing companies are also great employers. General Mills is one of the top four companies for women, according to Forbes. Twin Cities Business lists General Mills, 3M, Ecolab and Cargill among the nation's ideal employers for college students looking to join the workforce. Forbes calls Ecolab one of the World's Most Innovative Companies, and Fortune ranks 3M as a Global 500 manufacturer.



A PILLAR OF MINNESOTA'S ECONOMY

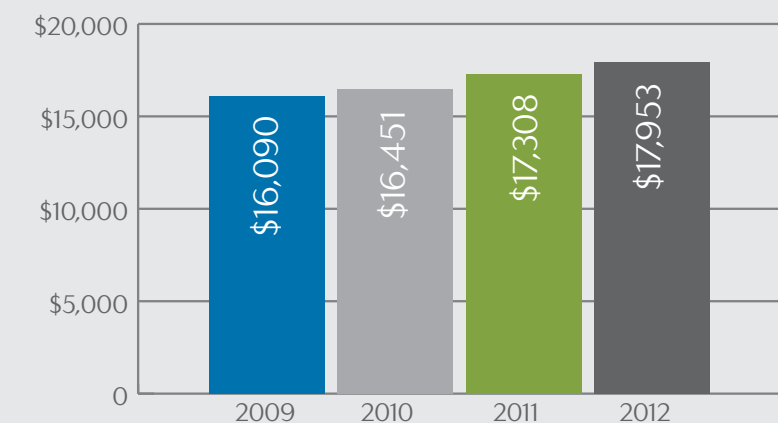
Manufacturing is one of the pillars of the state's economy. Minnesota had the country's fifth-fastest growing GDP last year, with manufacturing as one of the main contributors. The industry employed 305,600 people in 2012 – making it the second-largest employer in the state – and contributed \$40.4 billion to the state economy. Among other manufacturing facts:

- With nearly \$18 billion in wages, manufacturing accounted for 16 percent of all wages paid in Minnesota in 2012.
- Manufacturing payroll increased 12 percent between 2009 and 2012.
- Manufacturing pays an annual average wage of \$58,750, compared to the average wage of \$49,750 for all industries.
- Minnesota's manufactured exports totaled \$18.7 billion in 2012. The state's top exports by market value were computer and electronic components (\$4.0 billion), machinery (\$3.4 billion), transportation equipment (\$2.3 billion) and miscellaneous products, comprised mostly of medical devices (\$1.7 billion).
- Canada was Minnesota's top market for manufactured exports in 2012 with \$5.2 billion or nearly 28 percent.
- Each manufacturing job supports about two other jobs elsewhere in the economy through supplier purchases and employee spending. In total, manufacturing supports about 920,000 jobs or nearly 35 percent of all jobs in Minnesota.

- According to 2013 rankings by Cyberstates, Minnesota is one of the top employers in high-tech manufacturing, ranking:
 - ▶ 1st in electromedical equipment (13,338 workers)
 - ▶ 6th in computer and peripheral equipment (9,007 workers)
 - ▶ 6th in total high-tech employment (46,057 workers)
 - ▶ 8th in electronic components (7,574 workers)
 - ▶ 9th in space and defense system (3,094 workers)
 - ▶ 9th in measurement and control instruments (8,536 workers)

Manufacturing Annual Payroll

(Millions of US Dollars)



Source: Department of Employment and Economic Development. Quarterly Census of Employment and Wages.

